

### *Cost*

Facilitation costs are based on a per head fee that range from .25 to \$20. There is a one time signup fee of \$50 for farmers. Most processors offer NELPSC clients **discounts** which often offset fees. For a price list, please contact Kathleen Harris.

### *Who are we?*

The Northeast Livestock Processing Service Company (NELPSC) is a producer-based company born of a grassroots effort by the Hudson Mohawk Resource Conservation and Development (RC&D) Council to address issues associated with meat processing. The development of the company is being made possible through funding and support from Hudson Mohawk RC&D Council, USDA Natural Resources Conservation Service, NY Farm Viability Institute, NYS Department of Agriculture and Markets, Hudson River Bank and Trust Co. Foundation, and Rensselaer County Economic Development Office.



*NELPSC's mission is to create a more profitable environment for farmers and livestock processors by creating a more efficient system which will offer better scheduling, act as a communication link between farmers and processors and help to resolve quality control issues.*

### *How to obtain our services:*

#### **Processing Coordinator**

Kathleen Harris

Cell: (518) 258-4823

Home: (518) 673-5193

Email: [nelpsc@frontiernet.net](mailto:nelpsc@frontiernet.net)



*Processing Coordinator Kathleen Harris at her home, Currytown Farm.*

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#### *Board of Directors:*

Seymour Vander Veen, *President*

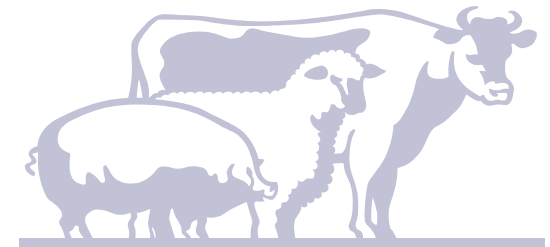
Edmund Armstrong, *Vice President*

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Jim Hayes, *Secretary*

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# *NORTH EAST LIVESTOCK PROCESSING SERVICE COMPANY*



*Assisting the family farmer with the quality processing of their animals while enhancing the capacity of meat processors...*

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## Who do we serve?

Ask the typical livestock farmer in the Northeast what is their greatest challenge and they'll tell you it is the quality processing of their animals. Finding a reputable processor, being assured the farmer is getting their own animal back cut to their specification, and ensuring high cutout yields is essential for the farmer's financial survival. The Northeast Livestock Processing Service Company LLC (NELPSC) was created by the Hudson Mohawk RC&D Council to assist farmers with these issues.



**Meat Producers** of beef, pork, veal, lamb, goat, farm raised venison, and poultry that require processing for direct marketing of their value added meat products as well as for personal use.

**Meat Processors** looking to expand their business while increasing their efficiency.

Our services are targeted mainly to the family farmer and processor in New York and surrounding states.

*"Since becoming a NELPSC client, I have averaged a 25-31% increase in yield of meat coming from my processor. Prior to NELPSC my cutting instructions were followed only half of the time. Now it is 100%. Profits have increased significantly."*

*~ John Gagliardi,*

*owner of the New York Beef Company ~*

## What do we offer the Livestock Farmer?

### Processing Facilitation Service

NELPSC will:

1. Help the client pick the best fit processor for them based on price, proximity, and processing capabilities.
2. Schedule slaughter and processing appointments; NELPSC clients get preference.
3. Offer technical assistance such as guidance on cuts.
4. Relay cutting instructions.
5. Oversee processing and resolve issues or errors.

NELPSC has hand selected a variety of USDA and State Inspected processors around New York to participate in the program. To ensure the highest quality processing for NELPSC clients, these processors have: demonstrated consistent quality control, excellent animal tracking procedures to insure farmers are getting their own animal back, and consistent high yields. Each processor agrees to in-plant oversight by NELPSC.

### Marketing and Other Services

NELPSC can:

- Provide wholesale local, naturally raised ground beef and marrow bones.
- Evaluate your farm's direct marketing techniques and offer improvements to increase sales.
- Act as a marketing agent linking individual farmers with more profitable private markets.
- Assemble animals to meet demand for holiday markets.
- Provide educational programs for those in the livestock industry such as determining market readiness of animals.
- Facilitate certified organic processing.

*Contact Kathleen Harris for a price list of these services.*

## What do we offer the Processor?

Livestock farmers are dependent on quality processors; one industry can not survive without the other. NELPSC is dedicated to benefiting the processor by: saving time by being a one person contact for scheduling and cutting instructions, providing more work especially in the off-season, educating producers regarding percent return of useable meat and meat products, and acting as a liaison between processors and farmers to resolve issues.



What NELPSC clients have experienced:

*"I looked for 6 months unsuccessfully to find a processor. Prior to NELPSC I couldn't get a slaughter date anywhere. Now I've been able to expand business by direct marketing my own grass fed Angus beef."*

*~ Dan Gibson*

*owner Grazin' Angus Acres Farm, Ghent ~*

*"NELPSC saved me \$125 per head for each of my beef by finding me a cheaper processor."*

*~ David Huse,*

*owner Stonebroke Farm, Warnerville ~*

NELPSC is registered and bonded with USDA Packer's and Stockyards.